

that you will do this needed work for the benefit of the entire people of the State.

Yours very truly,  
R. B. GLENN, Governor.

(ENCLOSED) ENVELOPE C.

UNDERWOOD & CO.,  
Importers', Manufacturers' and Millers' Agents.

Fayetteville, N. C., January 22, 1907.

Hon. E. J. Hale, City.

My Dear Sir: Replying to your kind letter, we beg to submit to you the following rates that apply by rail from Baltimore to Greensboro, Winston and Raleigh; the rates on the same class of goods via water to Wilmington and thence via rail to the same points, and then, in contrast, the rates from Baltimore via Wilmington up the Cape Fear River, and then via rail to the same points. These show, if the navigation of the Cape Fear River was so that the boats could run anything like continuously how much money the interior part of North Carolina could be saved by shipping the goods this way. But the river is so uncertain that the trade has been demoralized in shipping the goods by river, owing to the extreme low water in it. This, of course, is very unsatisfactory to the interior merchants in ordering goods by water, and a vast amount of shipping via the river is held back until there is better water to be had. We have discussed this matter before with the jobbing trade in the interior of the State, and especially with the Greensboro and Winston merchants.

Below we give you a sample of the line of goods that we have shipped the past fall:

Car load lots of canned goods from Baltimore, via Norfolk or Richmond on to Raleigh, is 44 cents per 100.

Car load lots from Baltimore to Wilmington via rail to Fayetteville, and on to Raleigh is 44 cents per 100.

Car load lots from Baltimore via Wilmington up the Cape Fear River, care Raleigh and Southport R. R. to Fayetteville to Raleigh, is 35 cents per 100.

You see very quickly by the above rates that this does not only apply to Raleigh, but applies also to territories adjacent to this point in a radius of about 200 miles.

We have not time at present to look up these local rates out of this city by rail to points like Greensboro, Winston, North Wilkesboro and other western North Carolina points.

We would be pleased to go over this matter with you in detail more fully, but at present we are not in a position to do so.